COUNTY PROFILE

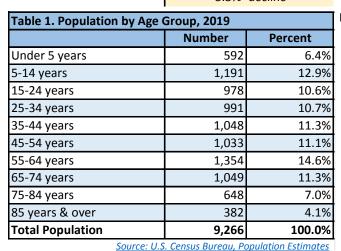
Swift Co.

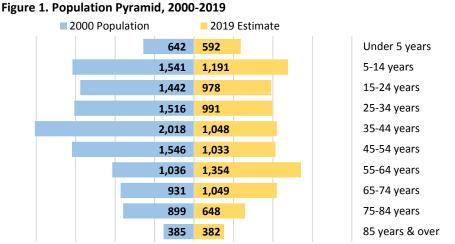
Swift Co. is a part of Economic Development Region 6W, which is located in the Southwest Planning Region.

POPULATION CHARACTERISTICS

Swift Co.'s population has decreased so far this decade, ranking as the 74th fastest growing of the 87 counties in the state from 2010 to 2019. It is now the 72nd largest in the state. Swift Co.'s population has an older median age than the state and a larger percentage of people aged 65 years and older. The population is aging, especially as the Baby Boom generation moves through the population pyramid (see Figure 1).

Current population:	9,266 people	Median Age:	43.1 years
Population change,	-517 people	state:	38.3 years
2010-2019	-5.3% decline		•





Swift Co. suffered a negative natural increase - more deaths than births from 2010 to 2019, but also experienced net out-migration - meaning more people moved out than moved in. Despite suffering domestic out-migration, Swift Co. welcomed net international in-migration - gaining new Minnesotans from foreign countries (see Table 2).

Table 2. Components of Population Change, 2010-2019								
	Total		April 1, 2010 to July 1, 2019					
	Population	Natural	Vital Events		Vital Events Net Migration			
	Change	Increase	Births	Deaths	Total	International	Domestic	
Swift Co.	-515	-12	1,015	1,027	-502	93	-595	
State of Minnesota	335,705	250,488	637,356	386,868	88,161	114,414	-26,253	

Source: U.S. Census Bureau, Population Estimates Program

Figure 2. Place of Birth for

Compared to the state, Swift Co. has a smaller percentage of foreign-born residents. From 2010 to 2018, Swift Co. saw an increase in the number of foreign-born residents, though it was slower than the statewide increase.

Table 3. Place of Birth for the Foreign Born	Swif	t Co.	Change 2	010-2018	Minnesota		
Population, 2018	Number	Percent	Number Percent		Percent <i>Change</i>		
Foreign-born Population	226	2.4%	20	9.7%	8.4%	25.8%	
Europe	12	5.3%	-17	-58.6%	10.2%	4.8%	
Asia	11	4.9%	-19	-63.3%	37.7%	27.8%	
Africa	21	9.3%	10	90.9%	24.5%	61.1%	
Oceania	37	16.4%	19	105.6%	0.5%	41.9%	
Americas:	145	64.2%	27	22.9%	27.1%	9.8%	
Latin America	131	58.0%	24	22.4%	24.6%	11.8%	
Northern America	14	6.2%	3	27.3%	2.6%	-6.0%	

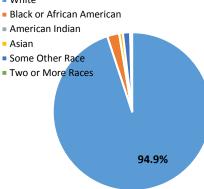
the Foreign Born Population, 5% 2018 5% 9% ■ Europe ■ Asia 17% ■ Africa 58% Oceania ■ Latin America ■ Northern America

Source: U.S. Census Bureau, 2014-2018 American Community Survey

Swift Co.'s population was becoming more racially diverse over time. Since 2000, the county's white population declined, but the number of people of other races decreased (see Table 4).

Figure 3. Population by Race, 2018

- White
- Black or African American
- American Indian
- Asian
- Two or More Races



		Swift Co.	Minnesota		
Table 4. Race and Hispanic Origin, 2018	Number	Percent	Change from 2000-2018	Percent	Change from 2000-2018
Total	9,411	100.0%	-21.3%	100.0%	12.4%
White	8,935	94.9%	-17.6%	83.3%	4.7%
Black or African American	230	2.4%	-28.6%	6.2%	99.3%
American Indian or Alaska Native	2	0.0%	-96.7%	1.1%	7.3%
Asian or Other Pac. Islanders	69	0.7%	-80.5%	4.8%	83.8%
Some Other Race	139	1.5%	-16.8%	1.8%	48.7%
Two or More Races	36	0.4%	-83.2%	2.9%	90.7%
Hispanic or Latino origin	453	4.8%	41.6%	5.3%	104.2%

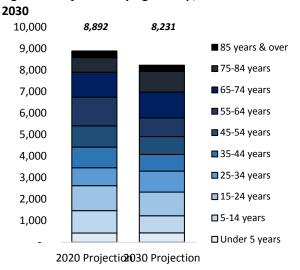
Source: U.S. Census Bureau, 2014-2018 American Community Survey

POPULATION PROJECTIONS

According to the Minnesota State Demographic Center, Swift Co.'s population is expected to decline from 2020 to 2030, with a rate of change that is slower than the projected statewide growth rate (5.0%). Despite the decline, the number of people aged 65 years and older is expected to increase over the next decade (see Figure 4 and Table 5).

Table 5. Population Projections by Age Group, 2020-2030							
	2020	2020 2030 Nu					
Swift Co.	Projection	Projection	Change	Change			
Under 5 years	427	437	10	2.3%			
5-14 years	1,044	792	-252	-24.1%			
15-24 years	1,162	1,101	-61	-5.2%			
25-34 years	834	975	141	16.9%			
35-44 years	958	774	-184	-19.2%			
45-54 years	984	838	-146	-14.8%			
55-64 years	1,334	866	-468	-35.1%			
65-74 years	1,165	1,200	35	3.0%			
75-84 years	671	969	298	44.4%			
85 years & over	313	279	-34	-10.9%			
Total Population	8,892	8,231	-661	-7.4%			

Figure 4. Projections by Age Group, 2020-



Source: Minnesota State Demographic Center

EDUCATIONAL ATTAINMENT

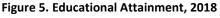
Swift Co. has a lower percentage of adults (18 years & over) with at least a high school diploma than the state (92.4%), and a lower percentage of people with at least some college experience. Swift Co. also has a higher percentage of people with an Associate's degree and a lower percentage of people with a Bachelor's degree or higher.

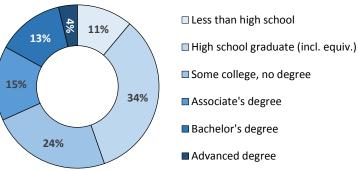
Percentage of the adult population (18 years & over) with at least a high school diploma:

88.9%

College-educated: 55.4% state: 67.1%

Associate's Degree: 14.7% Bachelor's Degree: 13.3% Advanced Degree: 3.7%

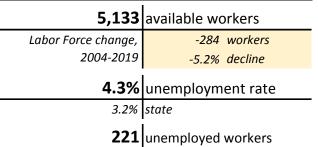


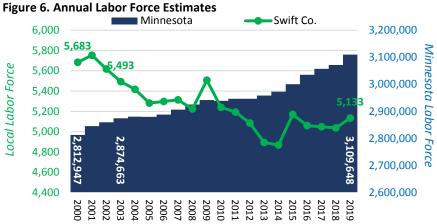


Source: U.S. Census Bureau, 2014-2018 American Community Survey

LABOR FORCE TRENDS

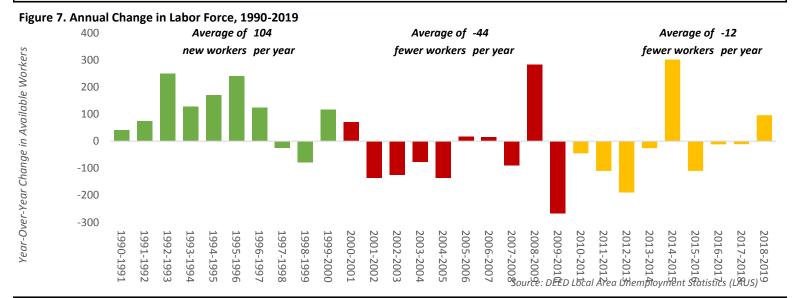
The number of workers in Swift Co. increased over the past year. Long term, Swift Co.'s labor force declined more slowly from 2004 to 2019, compared to a statewide growth rate of 8.0% (see Figure 6).





Source: DEED Local Area Unemployment Statistics

At 4.3%, Swift Co. had a higher unemployment rate than the state in 2019. Swift Co.'s unemployment rate increased compared to 3.7% in 2018, and was lower than the 7.2% rate posted in 2009. The number of unemployed workers actively seeking work in Swift Co. increased over the past year, and is down compared to 2009.

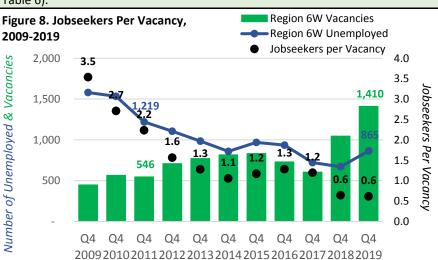


Labor force growth has slowed in recent years. After experiencing a net gain of workers from 1990 to 2000, Swift Co. averaged an annual loss of fewer workers from 2000 to 2010, and most recently a loss of fewer workers since 2010 (see Figure 7). Moving forward, Swift Co. is expected to see a labor force decline from 2020 to 2030 (see Table 6).

Table 6. Labor Force	Labor Force Projection			
Projections, 2020-2030	2020	2030		
16 to 24 years	727	704		
25 to 54 years	2,470	2,300		
55 to 64 years	1,029	668		
65 years & over	440	470		
Total Labor Force	4,666	4,142		

Source: Minnesota State Demographic Center

Swift Co. is a part of Region 6W, which includes Big Stone, Chippewa, Lac qui Parle, Swift, and Yellow Medicine County. The labor market has grown extremely tight in recent years, dropping to a ratio of 0.6 jobseekers per vacancy during the 4th quarter of 2019 (see Figure 8).

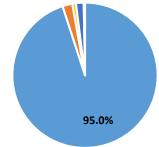


LABOR FORCE CHARACTERISTICS

Swift Co. had a lower labor force participation rate than the state. The labor force in Swift Co. is less racially diverse than the state (where 85.5% of workers are white alone), but is becoming more diverse over time.

		Swift Co.		Minnesota		Swift Co.	
	In Labor Force (available workers)	Labor Force Partic. Rate	Unemp. Rate	Labor Force Partic. Rate	Unemp. Rate	Male	Female
Total Labor Force	4,940	65.7%	2.8%	69.7%	3.9%	2,696	2,243
16 to 19 years	224	54.8%	5.8%	52.9%	11.7%	93	131
20 to 24 years	370	81.1%	4.3%	84.4%	6.4%	198	172
25 to 44 years	1,820	87.9%	3.7%	88.6%	3.5%	1,013	807
45 to 54 years	1,061	91.0%	0.8%	87.3%	2.8%	574	487
55 to 64 years	1,074	77.1%	2.4%	72.6%	3.0%	607	467
65 to 74 years	313	31.4%	2.9%	27.6%	2.4%	162	151
75 years & over	77	7.5%	0.0%	6.3%	2.6%	49	28
Employment Characteristics by Race &	Hispanic Origin					Figure 9. La	abor Force by
White alone	4,694	64.9%	2.9%	69.5%	3.3%	Race, 2018	_
Black or African American	109	97.3%	0.0%	70.7%	9.9%		
American Indian & Alaska Native	0	0.0%	0.0%	58.5%	12.8%		
Asian or Other Pac. Islanders	39	62.9%	0.0%	71.3%	4.7%		
Some Other Race	85	97.7%	0.0%	77.2%	6.2%		\
Two or More Races	14	60.9%	28.6%	73.1%	7.6%	•	
Hispanic or Latino	203	71.0%	8.4%	76.3%	6.5%		
Employment Characteristics by Disabil	ity						
With Any Disability	324	67.1%	7.4%	52.5%	9.0%		95.0%
Employment Characteristics by Educat	ional Attainment						
Population, 25 to 64 years	3,953	85.4%	2.6%	84.2%	3.2%	White a	
Less than H.S. Diploma	287	73.8%	4.6%	65.4%	4.5%		African American
H.S. Diploma or Equivalent	1,063	80.8%	5.5%	78.6%	2.6%		n Indian & Alaska Na
Some College or Assoc. Degree	1,873	89.4%	1.1%	85.2%	3.2%		Other Pac. Islanders
Bachelor's Degree or Higher	732	88.3%	1.2%	89.8%	1.9%	Some O	ther Race

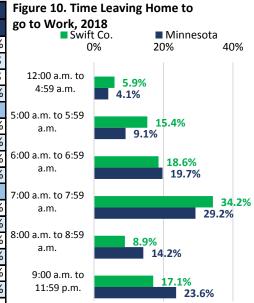
Source: 2014-2018 American Community Survey, 5-Year Estimates



- ve
- Two or More Races

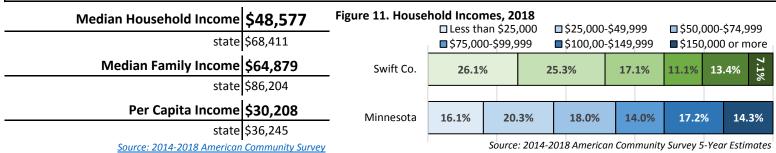
A larger percentage of workers in Swift Co. worked in the same county in which they live compared to the state. Swift Co. also had a shorter average commute time than the state.

	Swift (Co.	Minne	esota			
Table 8. Commuting Characteristics, 2018	Number	Percent	Number	Percent			
Worked in state of residence	4,685	98.8%	2,807,811	97.5%			
Worked in county of residence	3,353	70.7%	1,831,557	63.6%			
Worked out of county of residence	1,333	28.1%	979,134	34.0%			
Worked outside state of residence	57	1.2%	71,995	2.5%			
MEANS OF TRANSPORTATION TO WORK							
Car, truck, or van	4,149	87.5%	2,488,152	86.4%			
Public transportation (excl. taxicab)	14	0.3%	103,673	3.6%			
Other method (walk, bike, taxi, etc.)	294	6.2%	126,711	4.4%			
Worked at home	285	6.0%	164,149	5.7%			
TRAVEL TIME TO WORK							
Less than 10 minutes	1,973	41.6%	455,009	15.8%			
10 to 19 minutes	991	20.9%	869,701	30.2%			
20 to 29 minutes	654	13.8%	639,317	22.2%			
30 to 44 minutes	778	16.4%	564,442	19.6%			
45 to 59 minutes	194	4.1%	192,947	6.7%			
60 or more minutes	152	3.2%	158,389	5.5%			
Mean travel time to work (minutes)	18.0	minutes	23.5 minutes				



INCOMES, COST OF LIVING, & HOUSING

Swift Co. had a lower median household income than the state, and a higher percentage of households with incomes below \$50,000. Overall, Swift Co. had the 81st highest median household income of the 87 counties in the state.



Swift Co. also had a lower cost of living than the state, with a required hourly wage of \$12.85 for a single person living alone to meet a basic needs cost of living, and an hourly wage requirement of \$14.7 for a typical family with 2 adults and 1 child (see Table 9).

able 9. Basic Needs Cost of Living Estimates, 2019										
	Single Yearly	Hourly Wage			N	Ionthly Co	sts			
Single Adult, 0 children	Cost of Living		Child Care	Food	Health	Housing	Trans-	Other	Taxes	
			Gillia Gare		Care	riousing	portation	• tile:	Tunes	
Swift Co.	\$26,736	\$12.85	\$0	\$337	\$166	\$557	\$628	\$251	\$289	
State of Minnesota	\$30,900	\$14.86	\$0	\$335	\$137	\$759	\$629	\$336	\$379	
Typical Family: 2 Adults (1	Family Yearly	Hourly Wage	Monthly Costs							
working full-time, 1 part-	Cost of Living	, ,	Child Care	Food	Health	Housing	Trans-	Other	Taxes	
time), 1 child	Cost of Living	Required	Child Care	roou	Care	Housing	portation	Other	Taxes	
Swift Co.	\$45,864	\$14.70	\$210	\$771	\$659	\$713	\$724	\$416	\$329	
State of Minnesota	\$55,548	\$17.80	\$511	\$764	\$484	\$986	\$729	\$537	\$618	

Source: DEED Cost of Living tool

Swift Co. had a lower median house value than the state, having the 73rd highest value of the 87 counties in 2018. Swift Co.'s housing stock was older than the state's, with a lower percentage of units built since 2000 (see Figure 12).

Table 10. Estimated Value of Owner-	Swift (Minnesota	
occupied Housing Units, 2018	Total	Percent	Percent
Total	2,947	100.0%	100.0%
Less than \$50,000	515	17.5%	5.7%
\$50,000 to \$99,999	912	30.9%	9.4%
\$100,000 to \$149,999	595	20.2%	15.2%
\$150,000 to \$199,999	366	12.4%	19.8%
\$200,000 to \$299,999	360	12.2%	25.7%
\$300,000 to \$499,999	114	3.9%	17.6%
\$500,000 or more	85	2.9%	6.6%
Median (dollars)	\$103,1	.00	\$199,700

Source: 2014-2018 American Community Survey, 5-Year Estimates

20% 40% 0% 10% 30% Swift Co. ■ Minnesota 2010 or later 2.8% 2000 to 2009 14.6% 13.1% 1980 to 1999 26.5% 25.0% 1960 to 1979 24.8% 24.9% 1940 to 1959 14.7% 29.9% 1939 or earlier 16.6%

Figure 12. Year Structure Built, 2018

Median monthly owner costs, owner-occupied units with a mortgage \$1,006

Percentage of households with a mortgage spending 30% or more of their income on housing costs

Percentage of Income, 2018

mortgage

Figure 13. Housing Costs as a

29.8%

state | 22.6%

Median monthly rent costs \$640 state \$944

Percentage of renters spending 30% or more of their household income on rent

36.9%

state 45.9%

= 25.0% to 29.9 mates = 35% or more

Less than 20%20% to 24.9%25.0% to 29.9%30.0% to 34.9%

11.0% 16.4%

rent

30.8%

56.8%

Source: 2014-2018 American Community Survey, 5-Year Estimates

OCCUPATIONS

At \$18.02 in 2020, wages were lower in Region 6W than the state. Overall, Region 6W had the 10th highest median hourly wage level of the 13 economic development regions in the state. Wages were highest for management occupations (\$36.66) and lowest for food preparation and serving related jobs (\$11.7) (see Table 11).

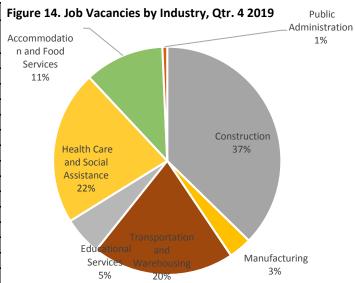
Table 11. Occupational Employment Statistics, 2020							
		Region	6W		Stat	te of Minnes	ota
Occupational Group	Median Hourly Wage	Estimated Regional Jobs	Share of Total Jobs	Regional Location Quotient	Median Hourly Wage	State-wide Jobs	Share of Total Jobs
Total, All Occupations	\$18.02	32,970	100.0%	1.0	\$21.49	2,880,650	100.0%
Management	\$36.66	1,340	4.1%	0.7	\$24.38	165,310	5.7%
Business & Financial Operations	\$26.40	790	2.4%	0.4	\$12.43	244,300	8.5%
Computer & Mathematical	\$27.33	280	0.8%	0.2	\$17.72	4,060	0.1%
Architecture & Engineering	\$30.31	290	0.9%	0.5	\$20.03	363,800	12.6%
Life, Physical & Social Science	\$24.12	270	0.8%	0.9	\$24.31	100,060	3.5%
Community & Social Service	\$20.68	870	2.6%	1.3	\$13.65	70,290	2.4%
Legal	\$28.25	70	0.2%	0.3	\$18.06	216,890	7.5%
Education, Training & Library	\$18.61	2,540	7.7%	1.3	\$38.00	55,520	1.9%
Arts, Design, Entertainment & Media	\$19.90	240	0.7%	0.5	\$28.97	104,900	3.6%
Healthcare Practitioners & Technical	\$30.87	10,120	30.7%	4.6	\$37.35	20,050	0.7%
Healthcare Support	\$14.67	3,060	9.3%	1.6	\$24.52	38,540	1.3%
Protective Service	\$20.10	710	2.2%	1.4	\$15.37	277,000	9.6%
Food Preparation & Serving Related	\$11.70	1,460	4.4%	0.5	\$23.34	57,200	2.0%
Building, Grounds Cleaning & Maint.	\$14.11	1,090	3.3%	1.1	\$15.23	83,860	2.9%
Personal Care & Service	\$12.46	380	1.2%	0.5	\$36.07	190,800	6.6%
Sales & Related	\$15.00	1,530	4.6%	0.5	\$42.71	97,960	3.4%
Office & Administrative Support	\$17.90	3,580	10.9%	0.9	\$52.70	170,650	5.9%
Farming, Fishing & Forestry	\$18.13	60	0.2%	1.3	\$19.03	212,650	7.4%
Construction & Extraction	\$21.77	730	2.2%	0.6	\$22.45	45,030	1.6%
Installation, Maintenance & Repair	\$21.80	660	2.0%	0.6	\$14.81	163,160	5.7%
Production	\$18.39	1,550	4.7%	0.6	\$33.87	171,550	6.0%
Transportation & Material Moving	\$17.00	1,350	4.1%	0.5	\$34.35	27,070	0.9%

Source: DEED Occupational Employment Statistics, Qtr. 1 2020

JOB VACANCY SURVEY

Swift Co. is a part of Region 6W, which includes Big Stone, Chippewa, Lac qui Parle, Swift, and Yellow Medicine County. There were 1410 job vacancies posted by employers in the 4th Quarter of 2019, indicating extensive opportunity in the region, with openings across several occupations and industries (see Figure 14).

Table 12. Region 6W Job Vacancy Survey Results, Qtr. 4 2019						
Occupational Group	Vacancies	Wage Offer				
Total, All Occupations	1,410	\$14.99				
Management	6					
Business & Financial Operations	9	\$27.90				
Computer & Mathematical	#N/A	•				
Architecture & Engineering	4	\$20.47				
Life, Physical & Social Sciences	#N/A					
Community & Social Service	23					
Education, Training & Library	#N/A	•				
Healthcare Practitioners & Technical	48	7-0.00				
Healthcare Support	#N/A					
Protective Service	119					
Food Preparation & Serving Related	52					
Building, Grounds Cleaning & Maint.	#N/A					
Personal Care & Service	182	,				
Sales & Related	34	T = 0.0				
Office & Administrative Support	36					
Construction & Extraction	35	,				
Installation, Maintenance & Repair	29	•				
Production	#N/A					
Transportation & Material Moving	117	\$23.13				



OCCUPATIONS IN DEMAND

Table 13. Southwest Occupations in Demand, 2019							
Less than High School	High School or Equivalent	Some College or Assoc. Deg.	Bachelor's Degree or Higher				
Personal Care Aides	Heavy & Tractor-Trailer Truck Drivers	Registered Nurses	Elementary School Teachers				
\$26,919	\$44,307	\$65,723	\$49,919				
Combined Food Preparation & Serving	First-Line Supervisors of Retail Sales Workers	Nursing Assistants	Secondary School Teachers				
\$23,754	\$40,150	\$30,046	\$51,607				
Cashiers	Childcare Workers	Machinists	Agricultural & Food Science Technicians				
\$23,665	\$23,494	\$41,453	\$42,140				
Janitors & Cleaners	Office Clerks, General	Licensed Practical & Licensed Vocational Nurses	Preschool Teachers, Except Special Education				
\$27,891	\$34,602	\$45,512	\$35,030				
Retail Salespersons	Maintenance & Repair Workers, General	Automotive Service Technicians & Mechanics	Industrial Engineers				
\$25,408	\$40,722	\$36,107	\$76,019				
Home Health Aides	Teacher Assistants	Industrial Machinery Mechanics	Accountants & Auditors				
\$27,561	\$28,683	\$47,807	\$61,676				
Waiters & Waitresses	Secretaries & Administrative Assistants	Police & Sheriff's Patrol Officers	Middle School Teachers				
\$21,617	\$38,419	\$58,377	\$49,989				
Laborers & Freight, Stock &	Sales Representatives, Wholesale &	Emergency Medical Technicians	Financial Managers				
Material Movers, Hand	Manufacturing	& Paramedics					
\$34,151	\$62,712	\$36,520	\$102,734				
Stock Clerks & Order Fillers	Welders, Cutters, Solderers, & Brazers	Industrial Engineering Technicians	Mechanical Engineers				
\$26,428	\$41,595	\$48,612	\$78,526				
Cooks, Restaurant	First-Line Supervisors of Food Prep & Serving Workers	Heating, Air Cond. (HVAC) & Refrig. Mechanics	Human Resources Specialists				
\$24,812	\$33,357	\$44,355	\$53,909				

Source: DEED Occupations in Demand

Swift Co. is a part of the Southwest planning region, which is projected to see a 0.9% increase in employment levels over the next decade. In addition to new jobs created, there will be a much larger number of exit openings (see Figure 15).

Table 14. Regional Industry Employment Pr	rojections, 2016	-2026	
	Estimated Employment	Projected Employ-	Percent Change
Southwest Planning Region	2016	ment 2026	
Total, All Industries	211,618	213,503	0.9%
Natural Resources & Mining	5,948	7,338	23.4%
Utilities	755	831	10.1%
Construction	7,995	8,408	5.2%
Manufacturing	31,264	31,145	-0.4%
Wholesale Trade	8,272	8,323	0.6%
Retail Trade	20,647	19,748	-4.4%
Transportation & Warehousing	7,176	8,023	11.8%
Information	2,746	2,569	-6.4%
Finance & Insurance, Real Estate	7,546	7,638	1.2%
Professional Services & Mgmt. of Compani	5,859	6,141	4.8%
Administrative & Waste Services	4,163	4,277	2.7%
Educational Services	16,891	16,886	0.0%
Health Care & Social Assistance	29,857	31,196	4.5%
Leisure & Hospitality	14,751	14,367	-2.6%
Other Services, Ex. Public Admin	7,632	7,142	-6.4%
Public Administration	13,150	13,136	-0.1%

Source: DEED 2016-2026 Employment Outlook

Figure 15. Regional Occupational Employment Projections, 2016-2026



ECONOMIC CHARACTERISTICS

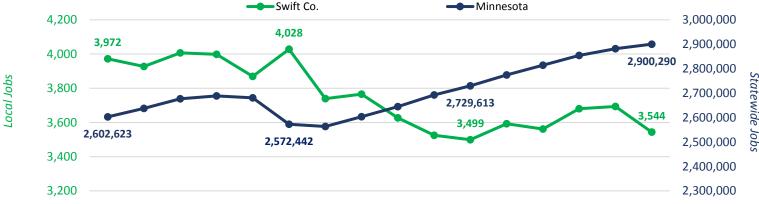
After losing jobs over the past year, Swift Co. had the 71st largest economy of the 87 counties in the state. Swift Co. was the 86th fastest growing in the past year and the 52nd fastest growing since 2014. From 2014 to 2019, employers in Swift Co. added jobs, but lagged the state's 6.3% growth rate.

335 business establishments \$39,876 annual average wage

3,544 jobs \$141,321,734 total industry payroll

Job change, 2014-2019 1.3% increase

Figure 16. Industry Employment Statistics, 2004-2019

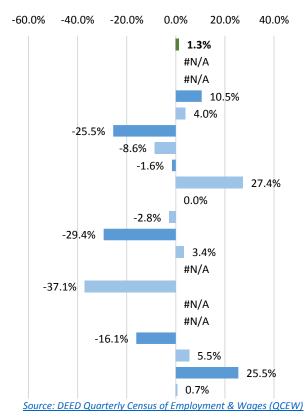


2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019

Source: DEED QCEW program

			Average
Table 15. Swift Co. Industry Employment	Number of	Percent of	Annual
Statistics, 2019	Jobs	Total Jobs	Wage
Total, All Industries	3,544	100.0%	\$39,876
Agriculture, Forestry, Fish & Hunt	#N/A	#N/A	#N/A
Mining	#N/A	#N/A	#N/A
Construction	168	4.7%	\$39,608
Manufacturing	595	16.8%	\$52,554
Utilities	73	2.1%	\$99,679
Wholesale Trade	296	8.4%	\$59,253
Retail Trade	310	8.7%	\$21,314
Transportation & Warehousing	135	3.8%	\$28,750
Information	40	1.1%	\$31,951
Finance & Insurance	105	3.0%	\$48,564
Real Estate & Rental & Leasing	24	0.7%	\$24,719
Professional & Technical Services	91	2.6%	\$33,184
Management of Companies	#N/A	#N/A	#N/A
Admin. Support & Waste Mgmt. Svcs.	44	1.2%	\$41,004
Educational Services	#N/A	#N/A	#N/A
Health Care & Social Assistance	#N/A	#N/A	#N/A
Arts, Entertainment, & Recreation	26	0.7%	\$12,438
Accommodation & Food Services	211	6.0%	\$12,396
Other Services	123	3.5%	\$22,702
Public Administration	306	8.6%	\$41,480

Figure 17. Change in Jobs, 2014-2019



For more information on Swift Co.'s population, labor force, and economic trends, contact:

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